

+Program Options+

Modular 77 Hr NYS Salesperson Qualifying Live Stream Program

Location: 2304 Wehrle Drive Williamsville NY 14221

Live Stream: \$515 — Includes Text, Audio & Review DVD [uploaded to the web] & practice questions.

(add \$25 if any form of plastic is used).



<https://certifiedenergyauditors.org>

<https://re-mba.org>

Bonus: Earn both national designations **CGA** (Certified Green Agent) and **reMBA** (real estate excellence in Management, Brokerage & Agency with a specialization in Negotiation) by taking both 7 hour courses - then you can add them to your business cards! \$25 each if you sign up for when you register for your 77 hour course or \$95 each anytime after. Click the link above to see the **nationwide list of designated members**.

In-Class (5:15-10:45pm) / Day Class: 10am-4pm

Live Stream (7:05-9:30pm)

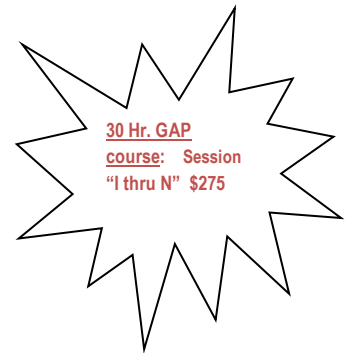
Session	Date	Topic	Day / Evening
M & N	Feb 27	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	Tuesday
A	Mar 12	License Law & Law of Agency	Tuesday
B	Mar 13	Law of Agency	Wednesday
C	Mar 19	Law of Agency & Legal Issues	Tuesday
D	Mar 20	Legal Issues	Wednesday
E	Mar 26	Legal Issues, Contract of Sale/Leases	Tuesday
F	Mar 27	Contract of Sale/Leases & Finance	Wednesday
G	Apr 2	Finance, Land Use Regs & Construction	Tuesday
H & I	Apr 3	Construction, Environmental & Valuation, HR & Math	Wednesday
NO CLASS	Apr 9	Spring RE Conference for Educators	
J & K	Apr 10	Math, Mun. Ag/Insur & Prop. Taxes, Condos & Realtor Safety	Wednesday
L	Apr 16	Condos/Cooperatives & Commercial/Investment	Tuesday
M & N	Apr 17	Commercial/Investment & Income Tax, Prop Mgmt	Wednesday
A	Apr 30	License Law & Law of Agency	Tuesday
B	May 1	Law of Agency	Wednesday
C	May 7	Law of Agency & Legal Issues	Tuesday
D	May 8	Legal Issues	Wednesday
E	May 14	Legal Issues, Contract of Sale/Leases	Tuesday
F	May 15	Contract of Sale/Leases & Finance	Wednesday
G	May 21	Finance, Land Use Regs & Construction	Tuesday
H	May 22	Construction, Environmental & Valuation	Wednesday
NO CLASS	May 28	Memorial Day Holiday	
I & J	May 29	Valuation/Pricing Properties, Human Rights, Math & Realtor Safety	Wednesday
K	June 4	Math, Municipal/Taxes/Assess./Condos/Co-ops/Safety	Tuesday
L	June 5	Condos/Cooperatives & Commercial/Investment	Wednesday
M & N	June 11	Commercial/Investment & Income Tax, Prop Mgmt	Tuesday
A	June 19	License Law & Law of Agency	Wednesday
B	June 25	Law of Agency	Tuesday
C	June 26	Law of Agency & Legal Issues	Wednesday
NO CLASSES ALL WEEK		(Independence Day Holiday)	
D & E	July 9	Legal Issues, Contract of Sale/Leases	Tuesday
F	July 10	Contract of Sale/Leases & Finance	Wednesday
G	July 16	Finance, Land Use Regs & Construction	Tuesday
H	July 17	Construction, Environmental & Valuation	Wednesday
NO CLASSES ALL WEEK		(Inman Summer Conference for Educators)	
I & J	Aug 6	Valuation/Pricing Prop., Human Right, Math & Realtor Safety	Tuesday
K	Aug 7	Taxes/Assessments and Condos/Cooperatives	Wednesday
L	Aug 13	Condos/Cooperatives & Commercial/Investment	Tuesday
M	Aug 14	Commercial/Investment & Income Tax Issues	Wednesday
N	Aug 20	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	Tuesday

If you choose our DAY option, pay \$640 & you're entitled to attend both day, and evening livestreams. \$25 convenience fee for credit / debit.

Students rarely start with session A – they love that every night is a different topic so they don't feel like they're missing a thing!

Begin ANY Tues or Wed evening and finish 7 weeks later!

A	Sep 10	License Law & Law of Agency	Tuesday
B	Sep 11	Law of Agency	Wednesday
C	Sep 17	Law of Agency & Legal Issues	Tuesday
D	Sep 18	Legal Issues	Wednesday
E	Sep 24	Legal Issues, Contract of Sale/Leases	Tuesday
F	Sep 25	Contract of Sale/Leases & Finance	Wednesday
G	Oct 1	Finance, Land Use Regs & Construction	Tuesday
H	Oct 2	Construction, Environmental & Valuation	Wednesday
I & J	Oct 8	Valuation/Pricing Properties, Human Rights & Math	Tuesday
J	Oct 9	Valuation/Pricing Prop., Human Rights, Math & Realtor Safety	Wednesday
NO CLASS	Oct 15	Columbus Day Holiday	
K	Oct 16	Taxes/Assessments and Condos/Cooperatives	Wednesday
L & M	Oct 22	Condos/Cooperatives & Commercial/Investment	Tuesday
N	Oct 23	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	Wednesday
A	Nov 5	License Law & Law of Agency	Tuesday
B	Nov 6	Law of Agency	Wednesday
C	Nov 7	Law of Agency & Legal Issues	Thursday
NO CLASS	Nov 12	Veteran's Day Holiday	
D & E	Nov 13	Legal Issues, Contracts of Sale/Leases	Wednesday
F	Nov 14	Contract of Sale/Leases & Finance	Thursday
G	Nov 19	Finance, Land Use Regs & Construction	Tuesday
H	Nov 20	Construction, Environmental & Valuation	Wednesday
I & J	Nov 21	Valuation/Pricing Prop., Human Rights, Math & Realtor Safety	Thursday
K	Nov 26	Taxes/Assessments and Condos/Cooperatives	Tuesday
NO CLASS		Thanksgiving Recess (no class Wed/Thurs)	
L & M	Dec 3	Condos/Cooperatives & Commercial/Investment	Tuesday
N	Dec 4	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	Wednesday



----- 2025 -----

A	Jan 7	License Law & Law of Agency	Tuesday
B	Jan 8	Law of Agency	Wednesday
C	Jan 14	Law of Agency & Legal Issues	Tuesday
D	Jan 15	Legal Issues	Wednesday
No class Tues (MLK Day)			
E	Jan 22	Legal Issues, Contract of Sale/Leases	Wednesday
F	Jan 28	Contract of Sale/Leases & Finance	Tuesday
G	Jan 29	Finance, Land Use Regs & Construction	Wednesday
H	Feb 4	Construction, Environmental & Valuation	Tuesday
I	Feb 5	Valuation/Pricing Properties, Human Rights & Math	Wednesday
J	Feb 11	Math, Municipal Agencies, Insurance & Realtor Safety	Tuesday
K	Feb 12	Taxes/Assessments and Condos/Cooperatives	Wednesday
No class Tues (President's Day)			
L	Feb 19	Condos/Cooperatives & Commercial/Investment	Wednesday
M & N	Feb 25	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	Tuesday

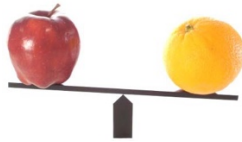
If you choose our DAY option, pay \$640 & you're entitled to attend both day, and evening livestreams.

The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost or replacement certificates require a \$30 fee. We offer a review course for \$225 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 3 months only. Full tuition is valid for 6 months – after this, a reactivation fee of \$225 applies to extend for an additional 3 months (but you must do so within 6 months of your last active tuition or you'll need to pay the full tuition again). You can only extend tuition ONE TIME – after this you need to repay in full. Day class option is \$640 if paid with cash, check or Zelle (add \$25 for any form of plastic for convenience charge).

Effective January 9, 2020 the textbook fee if purchased separately is \$49.

Text us anytime for more information at:

914-768-8797



Don't Compare Apples to Oranges!

Not all REAL ESTATE LICENSING SCHOOLS are the same

**Western NY RE Sales &
Broker Training School**

Most Other Schools

➤ Do you usually have to attend weekends as well as evenings?	No	Yes
➤ Do you have online practice questions included for additional review?	Yes	No
➤ Do you provide an AUDIO CD for my car for extra practice (or for my phone)? *uploaded to the web	Yes	No
➤ Can I take my school exam ANYTIME I like (once all sessions are complete within 6 months)?	Yes	No
➤ Do you have guest speakers who are specialists that add real world CURRENT info?	Yes	Sometimes
➤ Is there a FREE REVIEW DVD included to help with challenging parts of the program? *uploaded to the web	Yes	No
➤ Do you have a FREE home staging course that will help me as a Realtor® ?	Yes	No
➤ Are you the most affordable school west of Albany for LIVE training?	Yes	No
➤ Do you offer financial aid or assistance? (you can split your payment in half)	Yes	No
➤ Do you offer a modular format that allows me to start and finish all necessary segments?	Yes	No
➤ Do you offer a 7 day a week TEXT ONLY number if I have any questions?	Yes	No
➤ If I sign up for the DAY PROGRAM can I also take evening sessions to finish more QUICKLY?	Yes	No
➤ Do you have instructors with various specialties teach various segments to bring in their specialized first-hand knowledge into the classroom?	Yes	No
➤ Some schools are located at very busy intersections (where you sit in traffic for LONG periods of time) is that an issue here?	No	Yes
➤ Do you offer affordable national designation programs that represent useful credentials to help me stand out from all the other new agents in the field?	Yes	No

Please read: If you have **ever** been convicted of any misdemeanor or felony anywhere, please contact the school as there are preliminary things you need to consider before applying for a NYS professional license. Students are encouraged to read the school refund policy located on our web site prior to registration. If you need to finish more quickly, pay just \$30 and come in to do our Instructor-led day sessions (each day equates to one evening class) offered Monday through Thursdays all year long. You can do this to make up sessions you missed OR wait and do it when it loops around again and then there's no fee. Speak to a representative for more information. We encourage you to read the complete brochure for this program for more information. With our modular program you can start ANY evening and complete less than 7 weeks later. For example, if you start on session D, you will complete in the next series on session C. Once we hand you your tablet in class there is no refund. Your tuition is good for TWO year from the date you begin. No more than 2 classes may be missed without the need to make up based on NYS minimum attendance requirements. This mandatory course prepares you to take the NYS exam which is offered weekly in downtown Buffalo. The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost certificates require a \$30 fee. We offer a review course for \$225 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 3 months only. Once you receive your book and materials there is NO refund for those items (including the tablet) regardless of whether opened or not, it will be calculated as part of your refund. You must take the school exam to finish the course and do so within 6 months from the first date you attended or paid. Your school exam can only be taken Thursdays between 9:30am and 2pm. If you'd like to prepay for your continuing education – pay \$120 at time of registration for your 77 hour class and immediately save 26% on the cost of your 22.5 hour online course – ask for more details when you register. If you register for the Certified Green Agent designation program and pay just \$25 but later change your mind, your fee is non-refundable (regardless of whether you start it or not). If you pay the full price for the designation class and change your mind for any reason, your fee is refundable as long as you spend no less than 30 minutes on it.